



CHARLIE BROCKHOFF

ASSOCIATE



COACHING EXPERIENCE

Charlie is a highly qualified and experienced coach who has been helping leaders deliver exceptional performance since 2007. He has coached hundreds of leaders and has over 3,500 hours of coaching experience. He works with executive and senior leaders and their teams to transform performance, engagement, leadership capacity and culture. His experience spans a wide range of industries including financial and professional services, insurance, construction and infrastructure, pharmaceutical, telecommunications, and FMCG.

COACHING STYLE AND APPROACH

Charlie is pragmatic and outcome oriented with a systemic, solution-focused approach, which delivers long term sustainable change. Charlie draws on the latest evidence-based theories, tools and methodologies which allow a flexible, adaptable, and tailored approach. Charlie is strategic, curious, future-focused and committed to the concept of mastery. Charlie is passionate about supporting others' growth and brings energy to his engagements with a track record of helping leaders achieve their goals.

BUSINESS EXPERIENCE

Prior to his career as an executive coach, Charlie was a successful leader, with senior roles in global organisations including Pfizer and Diageo. He has experience in sales, marketing and strategy and understands the challenges and complexities of leading global teams. Charlie also has a deep understanding of professional services. He has worked and coached in firms such as Deloitte, managed leadership consultancies, as well as set up and run his own business.

AREAS OF EXPERTISE

- Transition coaching – building leadership capacity and perspective taking
- Team performance and dynamics
- Executive presence, communication, and impact
- Vision, purpose, and values alignment
- Influence, sales business development and networking

PREVIOUS ENGAGEMENTS

- **CEO, Telecommunications** - coached to build engagement with key stakeholders and create a shift in culture.
- **Partner, Professional services** - coached to build presence in front of boards and senior audiences.
- **CMO, Professional services** - coached to transition onto the leadership team and build enterprise-wide adoption of key technology and strategies.
- **Professor, University** - coached to build strategies for new technology and influence stakeholders' buy in for the direction.
- **CRO, Banking Finance** - coached in building a team to drive business engagement on key initiatives and create a cultural shift.

COACH PROFILE

Charlie is a highly qualified coach with a proven track record in helping leaders achieve their goals. He is passionate about building leadership capability and the coaching profession.

Charlie is a passionate ocean swimmer and surfer who loves spending time in the water. Family, fitness, travel, and learning help him to bring the best to his coaching.

TESTIMONIALS

"I loved working with Charlie. He has a unique ability to bring clarity to complex situations. I would highly recommend working with him if you are interested in being a better leader."

- MANAGING DIRECTOR, TELECOMMUNICATIONS

"My leadership journey has taken giant strides working with Charlie."

- PROJECT DIRECTOR, INFRASTRUCTURE

"Charlie has an impressive depth of knowledge and backs up what he says with evidence and research. Importantly, Charlie genuinely cares about creating exceptional outcomes for his counterparts."

- GENERAL MANAGER, HOTEL GROUP

QUALIFICATIONS & ASSOCIATIONS

Professional Certified Coach (PCC), ICF ▪ Accredited Coach, Level Three, IECL ▪ Certified Coach Supervisor, IECL ▪ Masters of Coaching Psychology, Sydney University; Bachelor of Business, UTS ▪ Leadership Team, ICF Australasian Chapter USCMA (University of Sydney Coaching and Mentoring Association)

DIAGNOSTICS

TLC ▪ Human Synergetics LSI/GSI/LI/MI ▪ HBDI ▪ Hogan Suite ▪ GLWS ▪ Team Connect 360